

AHMED ALNGARY

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Food & Beverage ♦ Hotels and Hospitality ♦ Restaurants

Accomplished Manager with 15+ years of extensive experience in Food and Beverage. Proven ability to generate revenue, deliver for a result, develop talent, maintain costs, examine market needs & identify new revenue streams to achieve forecast, departmental goals and increase GOP. Confident, highly resourceful and reliable with an in-depth understanding of bars, restaurants, hotels and hospitality industry. An outgoing, dynamic and sales driven professional who has a relentless drive to deliver more than just results.

PERSONAL INFORMATION

Date of birth: 17th January 1983
Marital status: Married,
Nationality: Egyptian
Languages: English, Arabic

AREAS OF EXPERTISE

- Budgeting, Forecasting
- Identify Revenue Growth Areas
- Event Management and Promotions
- Creating Activity
- Marketing Plans
- Staff Training and Development
- Performance Evaluation
- Pricing Strategies/Analysis
- Quality Control
- Client Retention
- Creating Incentives
- Team Building
- Menu management and Evaluation.
- Strategic Planning
- Food Safety / Quality
- Project Management

KEY SKILLS AND COMPETENCIES

- Confident and articulate when communicating with customers.
- A deep understanding of food hygiene and health and safety issues.
- Strong customer care skills.
- Ability to present and persuade articulately.
- Knowledge of food, drink and their development/ implementation.
- Having detailed knowledge and understanding of food and beverages.

EDUCATION AND TRAINING

- Advanced Mechanical, industrial diploma
- Intermediate Food Hygiene
- Managerial skills builder
- MICE Convention workshop
- Leadership Fundamentals
- Suggestive selling skills
- Belgium's Brewery tour

WORK EXPERIENCE**Millennium Central Mafraq – Millennium Hotels****Abu Dhabi, UAE**

Food & Beverage Manager January 2020- present

- Developed short/ long term financial and operational plans for the food and beverage department which supported the overall objectives of the hotel with 24% FB cost and GOP 39%
- Leading the Re-branding process within the Food and Beverage to Millennium hotels group
- Maintains standards of food and beverage quality and guest service quality
- Ensure compliance with corporate and hotel operational policies/guidelines and procedure
- Increases level of guest satisfaction by delivery of an improved product through employee development, job engineering and quality image.
- Develop, recommend, implement, and manage the division's annual budget, business/marketing plan forecasts and objectives.
- Manage the Human Resources within the division. Direct and oversee recruitment and development of employees; hire, train, empower, coach and counsel, performance and salary reviews, resolve conflict through fair treatment policy, discipline and terminate as appropriate.
- Market the Food and Beverage outlets; develop and manage the implementation of menus, package deals, promotions, displays, decorations, and presentations within corporate guidelines to capture more in house guests and a larger share of the local market to meet/exceed sales and financial goals and objectives.
- Participates in the preparation of the annual hotel budget.
- Achieves budgeted revenues and expenses and maximizes profitability related to the food and beverage department.

InterContinental Regency Bahrain - IHG**Assistant Food & Beverage Manager**

Outlet Manager 2013- 2014

Multi Outlets Manager 2014-2015

Operation Manager 2015-2017

Assistant Food& Beverage Manager 2017- Present

Six speciality restaurants and bars, Legendz (steakhouse), Medzo (Italian), Selections (All Day Dining), Noor Lounge (lobby lounge), Downtown (Bar), Elements (Pool & Lounge), Regency (Pool Bar), Banquet halls which can accommodate up to 700 guests.

Key Duties and Responsibilities

- Develop, implement and evaluate marketing plans, general business plan, marketing and sales strategies to ensure optimum guest satisfaction, sales maximization and profitability.
- Develop food and beverage concepts.
- Monitor present and future trends, practices and systems in the food & beverage industry to ensure and sustain a competitive edge in the market.
- Control and analyses departmental cost on an ongoing basis and take action to control negative deviation.
- Implemented and enforced effective measures to control and maintain the Food & Beverage cost
- Derive and cascade measurable business objectives to line managers.

- Correlate with corporate to maintain and improve F&B standards.
- Directly responsible for the planning of all departmental purchases.
- Management and development of line managers.
- Management and development of rank & file staff.
- Conceptualization of special events with the sales team.
- Formulation of the departmental budget, headcount, expenses, capex.
- Menu engineering and feasibility study.
- Analyze department profit & loss accounts, issue variances and obtain justification of expenditure from outlet managers.
- Management and supervision of service standards ensuring adherence to policies, procedures, health & safety and good practice.
- Participate in the development of recognition programs for associates.
- Plan and coordinate in-house activities and package plans with Executive Chef and Sales & Marketing.

Achievements

- 2018 Leader awards
- Ranked 2 in Best Breakfast out AMEA
- Best Business lunch 2017
- Best steakhouse, Legendz restaurant (Timeout, City Fact)
- Best Lounge, Elements (Timeout, City Fact)
- Best Bar, Downtown (Timeout, City Fact)

The Palace Old Town - The Address Hotels

Outlet Manager – July 2011 - June 2012

The Palace Café (Opening)

Key Duties and Responsibilities

- Prepare the pre-opening budget and the forecast along with the support and guidance of F&B director and Executive chef.
- Establishing a banking system and accounts
- Working closely with the Chef in order to have a selective menu and meet local market needs Studying the market needs and competitors
- Setting up a marketing strategy

InterContinental Abu Dhabi

Restaurant & Bar Manager, Belgian Beer Café

December 2009 – May 2011 (**Opening**)

Assistant Restaurant Manager, Boccaccio Italian

October 2008- November 2009 (**Revamp**)

Restaurant Supervisor, Selections All Day Dining

October 2007- September 2008

Key Duties and Responsibilities:

- Inspiring staff to deliver prompt, friendly and efficient service at all times.

- Adhering to budgets, increasing profits and managing cash flow.
- Re-evaluating the beverage and Beer lists offered, highlighting trends, new products and pricing to Director of Food & Beverage.
- Working with the Director of Food & Beverage to coordinate and plan for upcoming events.
- Purchasing beverage stock, supplies and negotiating best prices with trade suppliers.
- Providing day-to-day support to Managers responsible for other outlets with regards to smoothly facilitate beverage requirements.
- Daily Stock Control and full weekly/monthly audits.
- HR responsibilities including recruitment, training and development of staff.
- Probation assessment and appraisal of staff.
- Organising daily/weekly roasters and assigning duties as per operational requirements.
- Preparing and finalizing vacation plans, financial reports, monthly inventory reports and cost control procedures etc.
- Responsible for the management of brand standards, stock rotation and cashing up.
- Analyzing data and drawing conclusions for the business and communicating the same to the management.
- Daily and weekly reconciliation of sales.

Bab Al Shams Resort – Jumairah

Team Leader – September 2006 - September 2007

Aldiar Gulf Hotel – Abu Dhabi National hotels

Waiter – Captain 2004- August 2006

HARVARD MANAGE MENTOR CERTIFICATES

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|--------------------|-----------------------------|------------------------|
| • Managing Upward, | • Leading and Motivating | • Decision Making |
| • Budgeting | • Virtual Team, Hiring | • Global Collaboration |
| • Delegating, | • Persuading others | • Business case and |
| • Customer Focus | • Goal Setting | development |
| • Time Management, | • Innovation and creativity | |
| • Coaching | • Difficult interactions | |

REFERENCES

Mr. Mohamed Sanad

Hotel Manager

Intercontinental, Regency Bahrain

E: mohammed.sanad@ihg.com

Mr. Mohamed Abdullah

Director of Operation

Fairmont, Abu Dhabi

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